

Message Text

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INFO OCT-01 AF-10 ISO-00 EB-07 XMB-04 AID-05 RSC-01 /028 R

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DRAFTED BY: COMM/BIC/OIM//AF:FAOCWIEJA

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EXIMBANK:LLUTHER (PHONE)

COMM/BIC/OIM/SAD:EWASON (INFO)

STATE/EB/IFD/ODF: EMLINTON (INFO)

STATE/AF/C: JHALL-DIGGS

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R 202201Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY YAOUNDE

AMCONSUL DOUALA

UNCLAS STATE 256172

E.O. 11652: N/A

TAGS: BEXP, CM

SUBJECT: TIMBER INDUSTRIES EQUIPMENT TRADE MISSION - EXPORT
FINANCE INFORMATION

REF: (A) YAOUNDE 3719 (B) MITHOEFFER/OCWIEJA OI DTD 10/29/74

1. AS FOR ALL TRADE MISSIONS, EXPORT-IMPORT BANK AND FCIA
WILL BRIEF TRADE MISSION DIRECTOR AND MEMBERS PRIOR TO THEIR
DEPARTURE.

2. EXIMBANK WOULD CONSIDER FINANCING SALES BY MISSIONMEMBERS
IN THE FOLLOWING SITUATIONS: (1) FOR PROJECT-RELATED SALES OF US

EQUIPMENT VALUED AT OVER DOLLARS 2 MILLION, A DIRECT CREDIT APPLI-
CATION CAN BE MADE BY THE BORROWER WHO MUST SECURE PAYMENT EITHER
WITH SUITABLE GOVERNMENTAL, PARENT COMPANY, OR FOREIGN BANK
GUARANTEES OR OTHER ARRANGEMENT ACCEPTABLE TO EXIMBANK; (2)
FOR ROUTINE SALES OF US EQUIPMENT VALUED AT DOLLARS 2 MILLION
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OR LESS, MIDEIUM-TERM US COMMERCIAL BANK SUPPLIERS CREDITS CAN

BE GUARANTEED BY EXIMBANK.

3. TWO POSSIBILITIES EXIST TO FACILITATE CREDIT AVAILABILITY BEFORE ARRIVAL OF MISSION. (1) THE EMBASSY AND/OR CONSULATE ARE ENCOURAGED TO SUGGEST TO INTERESTED CAMEROONIAN BANKS, PARTICULARLY THE CAMEROON DEVELOPMENT BANK, THAT THEY WRITE DIRECTLY TO EXIMBANK REGARDING THE ESTABLISHMENT OF A CFF ARRANGEMENT. EXIMBANK POUCHING AVAILABLE PUBLISHED INFORMATION ON CFF PROGRAM. (2) THE FOREIGN CREDIT INSURANCE ASSOCIATION, WHICH INSURES SHORT AND MEDIUM TERM SUPPLIERS CREDITS, MAY PREQUALIFY POTENTIAL FOREIGN BUYERS AS ELIGIBLE CREDIT RISKS FOR US SUPPLIERS UNDER A SPECIFIED CEILING. LETTER FOLLOWS DESCRIBING THIS PROGRAM AND LISTING INFORMATION NEEDED BY FCIA TO PREQUALIFY BUYERS WHICH POSTS IDENTIFY AS SALES PROSPECTS FOR MISSION MEMBERS. INGERSOLL

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